



Kingfish Limited

# ANNUAL MEETING OF SHAREHOLDERS

6 August 2021

# Board of Directors

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Alistair  
Ryan



Carmel  
Fisher



Andy  
Coupe



Carol  
Campbell



David  
McClatchy

# Kingfish Team

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Sam Dickie  
Senior Portfolio  
Manager



Matt Peek  
Senior Investment  
Analyst



Michael  
Bacon  
Senior Investment  
Analyst



Wayne Burns  
Corporate  
Manager

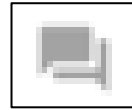
# Agenda

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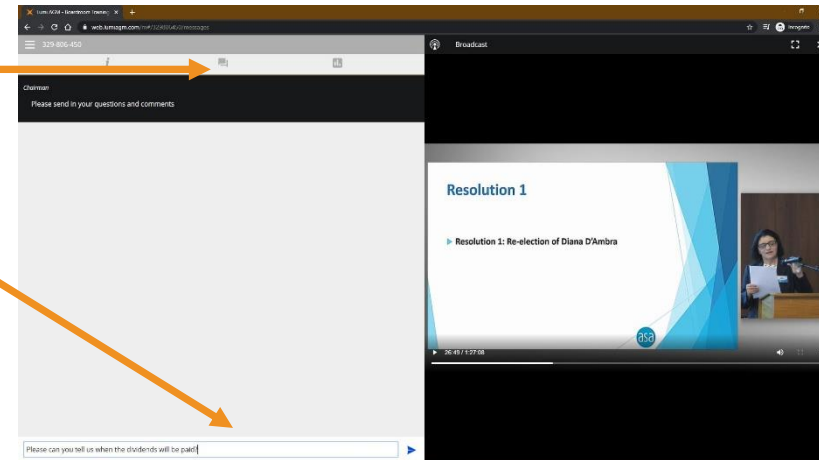
- Preliminary matters
- Chair's Overview
- Manager's Review
- Q&A
- Annual Meeting Resolutions

# ONLINE ATTENDEES – QUESTION PROCESS

- When the Question function is available, the Q&A icon will appear at the top of the app.



- To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow
- Your question will be sent immediately for review



# Chair's Overview

# Kingfish's Investment Objectives

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## Absolute Returns

Achieve a high real rate of return, comprising both income and capital growth within acceptable risk parameters

## Diversified Portfolio

Access to a diversified portfolio of New Zealand quality, growth stocks through a single tax-efficient vehicle

# Corporate Governance

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- Board meetings
- Investment Committee meetings
- Audit & Risk Committee meetings

# 2021 Overview

Net profit	Dividend	NAV per share	Share price
<b>\$142.7m</b> (2020: \$1.7m)	<b>13.48cps</b> (2020: 12.63cps)	<b>\$1.77</b> (2020: \$1.39)	<b>\$1.90</b> (2020: \$1.29)
Total shareholder return*	Dividend return	Adjusted NAV return*	Share price premium/ (discount) to NAV ^
<b>+65.1%</b> (2020: 7.2%)	<b>+7.7%</b> (2020: +8.5%)	<b>+41.1%</b> (2020: 0.4%)	<b>7.3%</b> (2020: (6.7%))

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

^Share price premium/(discount) to NAV (including warrant price on a pro-rated basis, when warrants are on issue).



# 2021 Overview – Continued

## Portfolio Performance

For the year ended 31 March	12 months	3 years (annualised)	5 years (annualised)
Adjusted NAV return*	+41.1% (2020: +0.4%)	+18.5%	+16.1%
Gross performance *	+46.0% (2020: +2.9%)	+22.1%	+19.2%
Benchmark Index ^	+28.2% (2020: (-0.5%))	+14.7%	+13.2%

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

^ The S&P/NZX50G Index

# Earnings per share

Earnings per Share	2021	2020	2019	2018	2017
Basic Earnings per Share (cents)	56.28	0.75	24.24	19.62	14.50
Diluted Earnings per Share (cents)	54.65	0.75	23.81	19.51	14.13

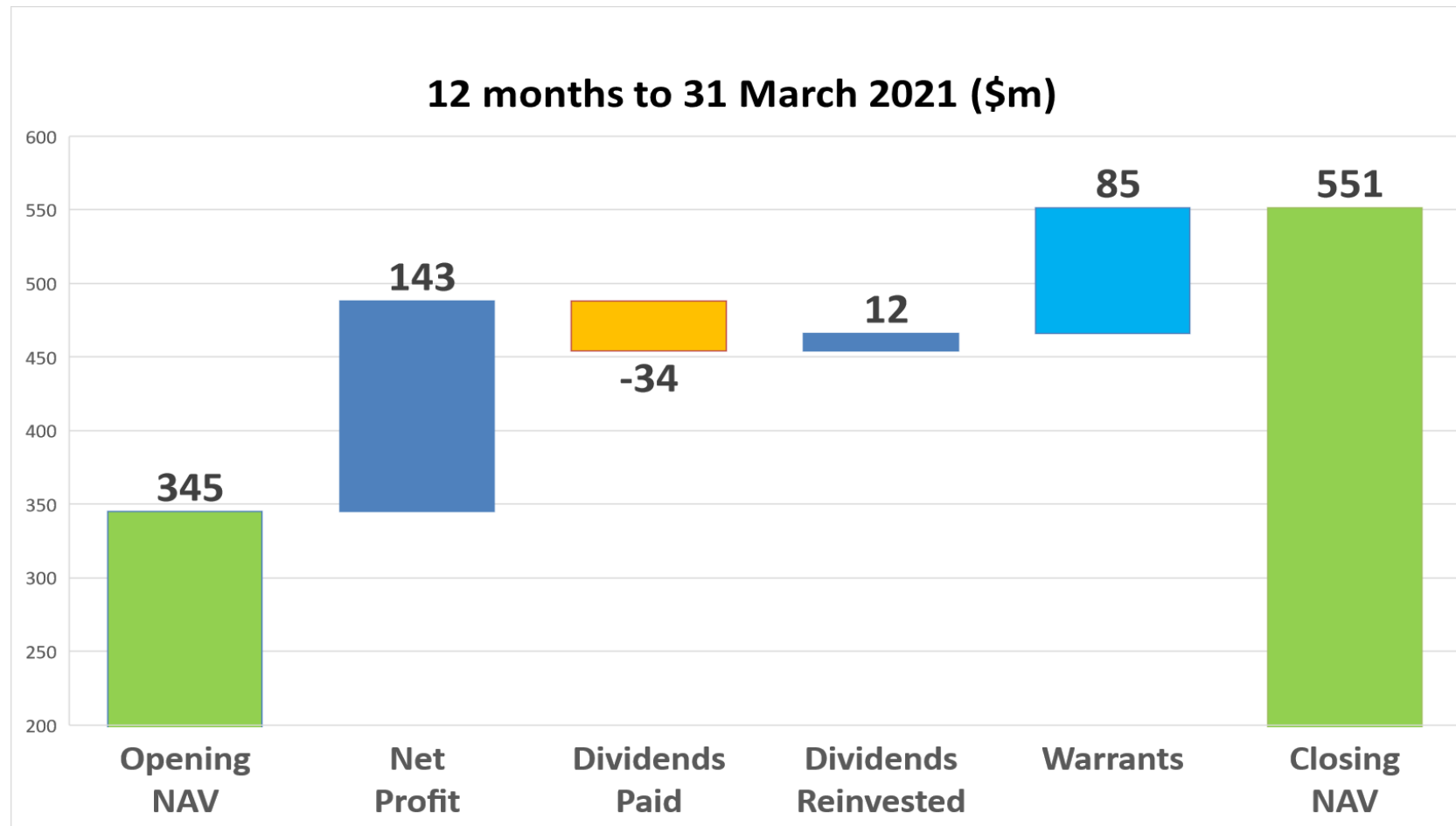
# Kingfish Share Performance

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Share price as at:	- 31/01/20	\$1.70
	- 23/03/20	\$1.05
	- 30/04/20	\$1.50
	- 1/07/20	\$1.61
	- 1/07/21	\$2.03

- Share price gain 1/07/20 to 1/07/21 + 42 cps
- Gains from warrants + 12 cps
- Dividends + 14 cps
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- 
- On starting price including warrants (July 2020) \$1.63

# Use of Shareholder's Funds



# First Four Months, FY 2022

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1 April – 31 July 2021	
Total shareholder return*	Adjusted NAV return*
<b>+7.7%</b>	<b>+1.5%</b>
NAV per share 31 July 2021	Share price 31 July 2021
<b>\$1.76</b>	<b>\$2.01</b>
Net profit	
<b>\$8.1m</b>	

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

# Warrants

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- Capital Management Programme
- 56.3m KFLWF warrants exercised in March 2021 at an Exercise Price of \$1.51
- Shares traded on-market at \$1.90
- \$84.8 new shareholder funds

# Manager's Review

**Sam Dickie**  
**Senior Portfolio Manager**



# Who am I?

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- I own more than 10 businesses
- I have been listed for more than 27 years
- I have compounded shareholder returns at 19% per annum
- I invest with mega trends as tailwinds



# Agenda

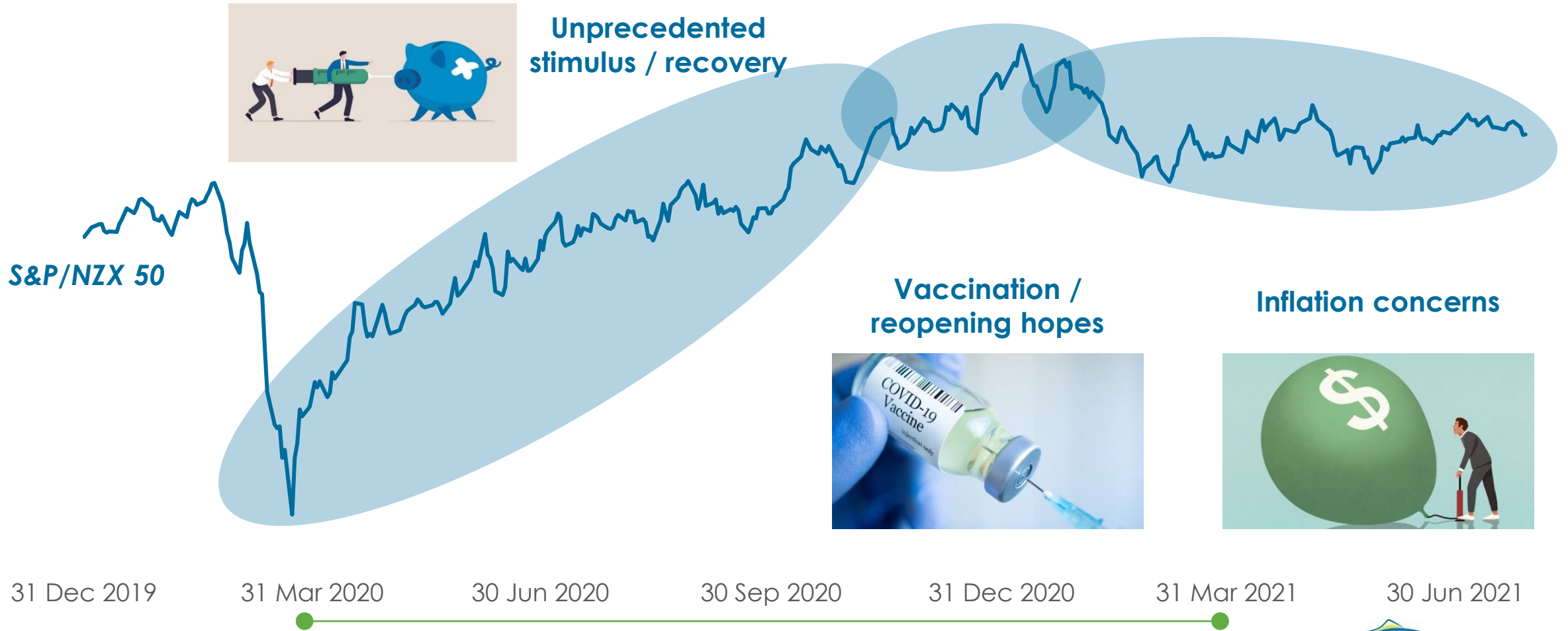
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1. FY2021 review
2. Kingfish's Process in Action
3. Portfolio insights
4. Outlook



# 1. FY2021 review

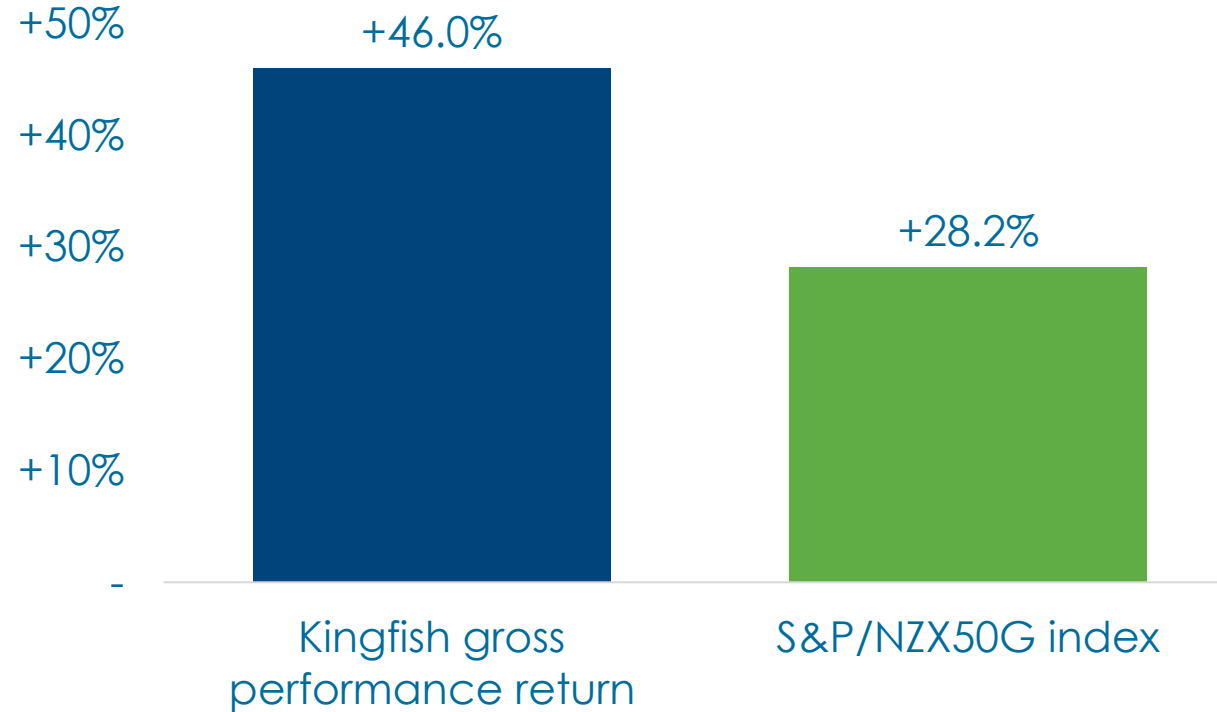
# Strong recovery from the NZ market



Note: S&P/NZX50G index; Source: Bloomberg

# Manager performance in FY2021

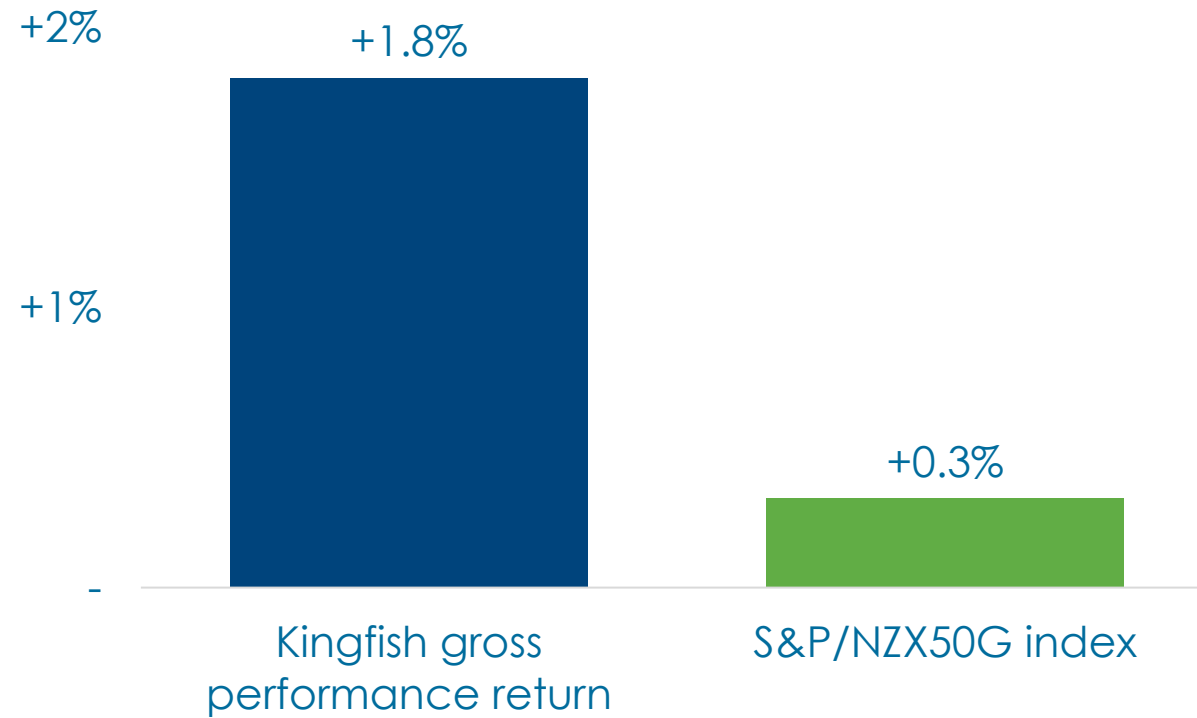
Fiscal year to 31 March 2021



# FY2022 performance to date

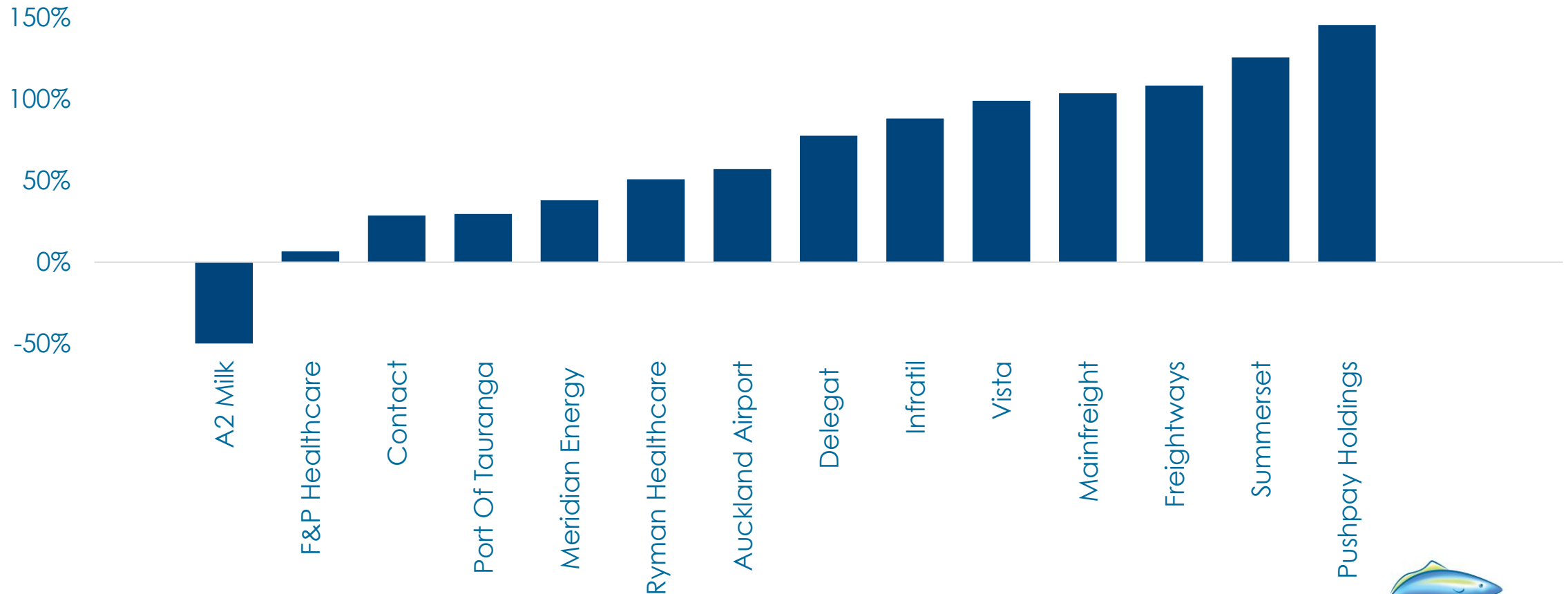
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## Fiscal year to date FY2022 as at 31 July 2021



# Portfolio company performance in FY2021

Portfolio company return (year to 31 March 2021)





# How the process identifies an attractive investment

Quality assets,  
wide moats



Long term  
growth  
runway

Deep  
research,  
differentiated  
view

Passionate,  
quality  
management



21MW → 350+ MW

Data proliferation

Site visits: Sydney

Competitor visits: Silicon Valley

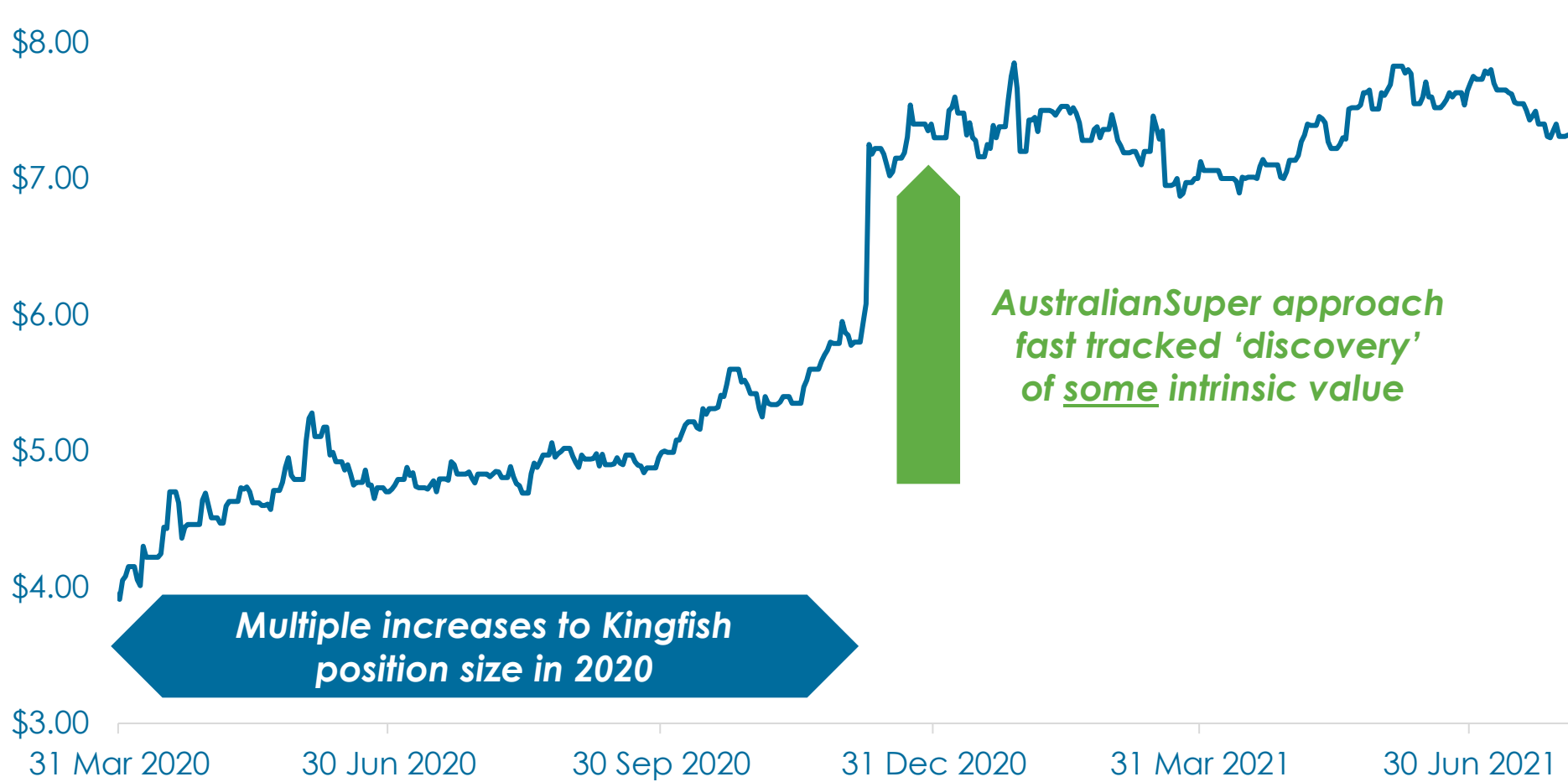
Discussions with global experts

Customer visits





# Value continues to compound



### 3. Portfolio insights

# A busy year amidst significant volatility

Decreases  
(-19.0%)

Increases  
(+8.5%)



Freightways



EST. 1947  
DELEGAT

Fisher & Paykel  
HEALTHCARE



Smaller

Larger

Exits  
(nil)

Entries  
(+4.0%)

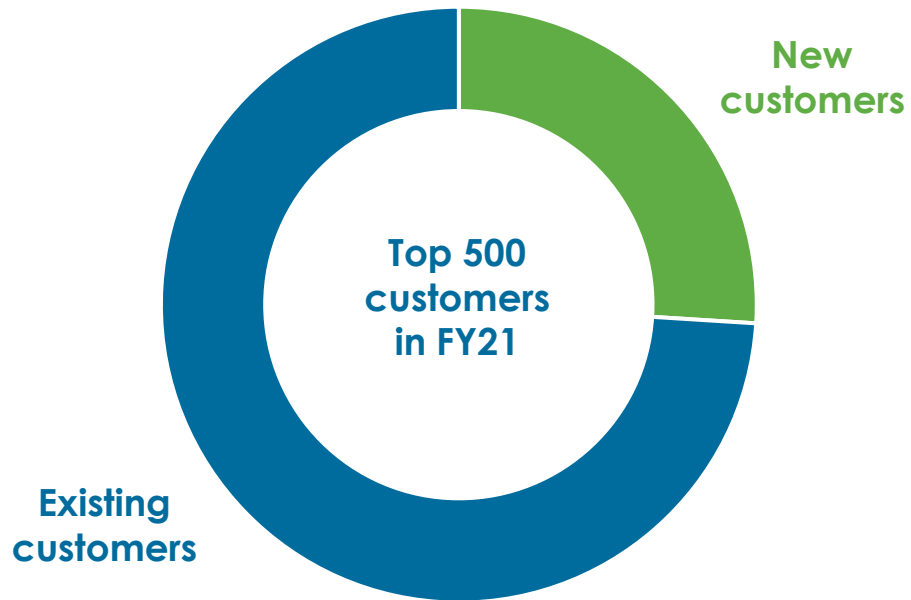


Percentages reflect net target weight changes FY21 and FY22 to date

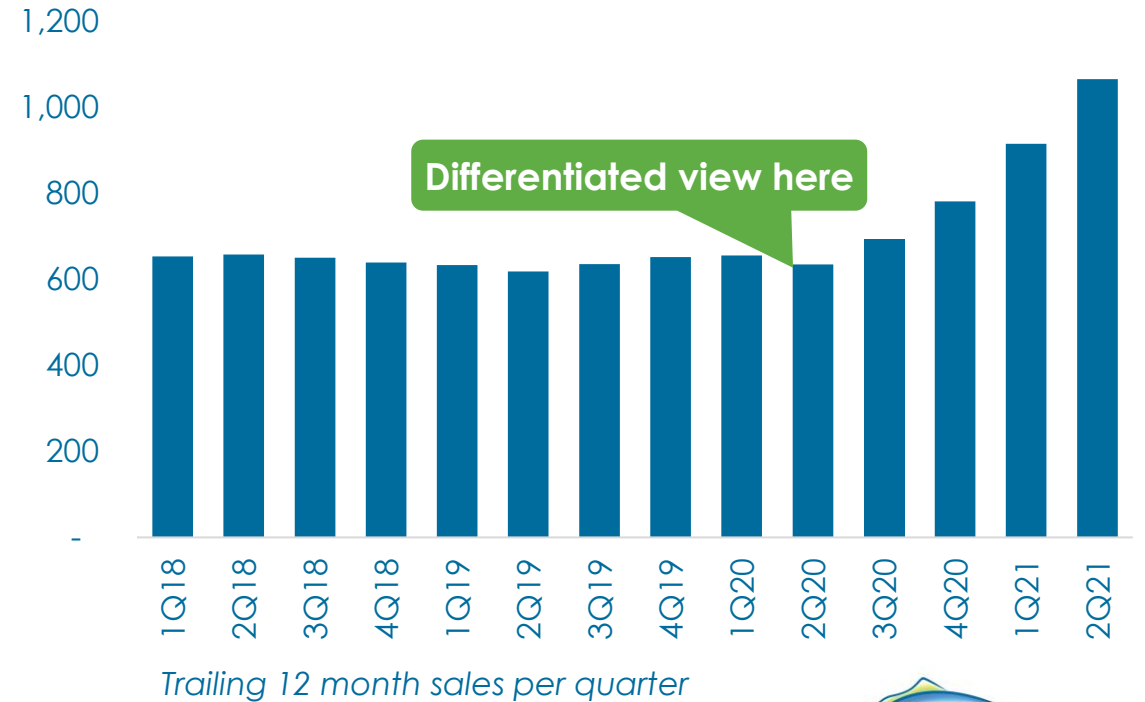
# What went especially well and why



*Fastest market share gains ever*

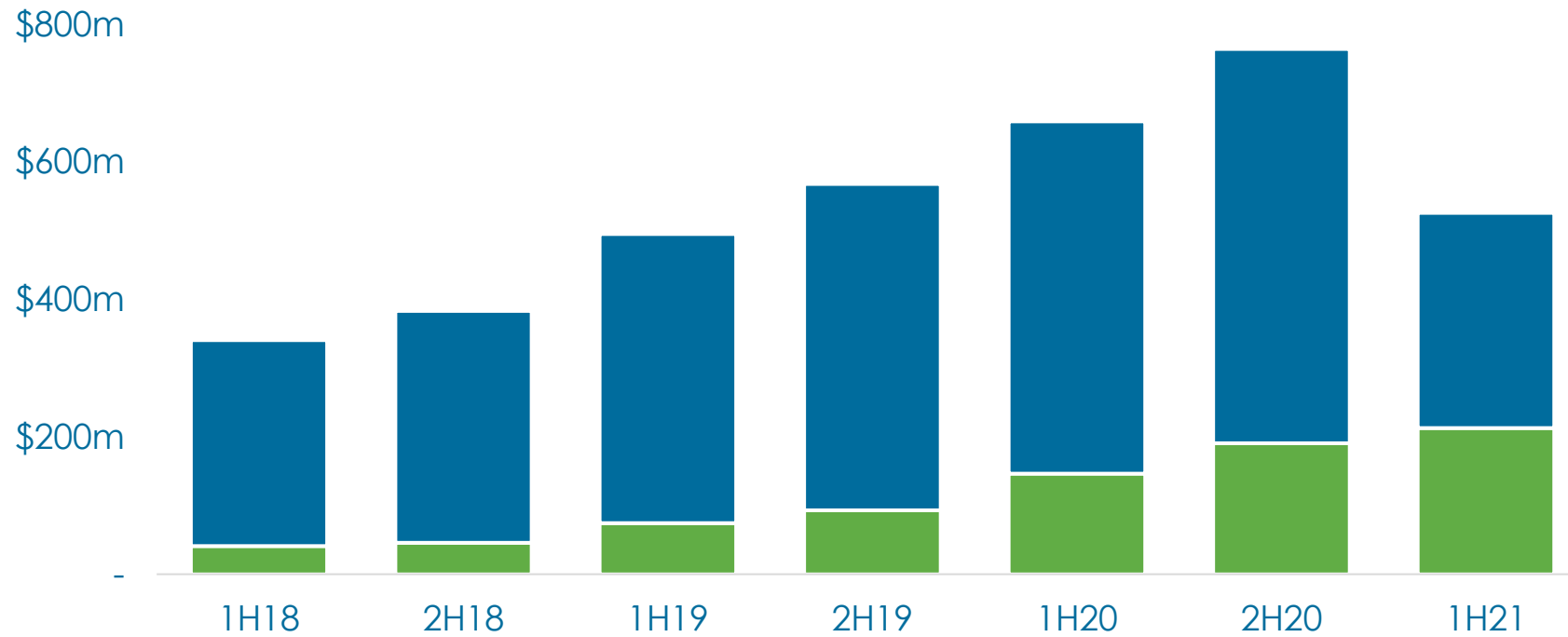


*Sharpest influx of new residents ever*



# What didn't go well and what we learned

*Moat narrower than we thought, coupled with management mis-steps*



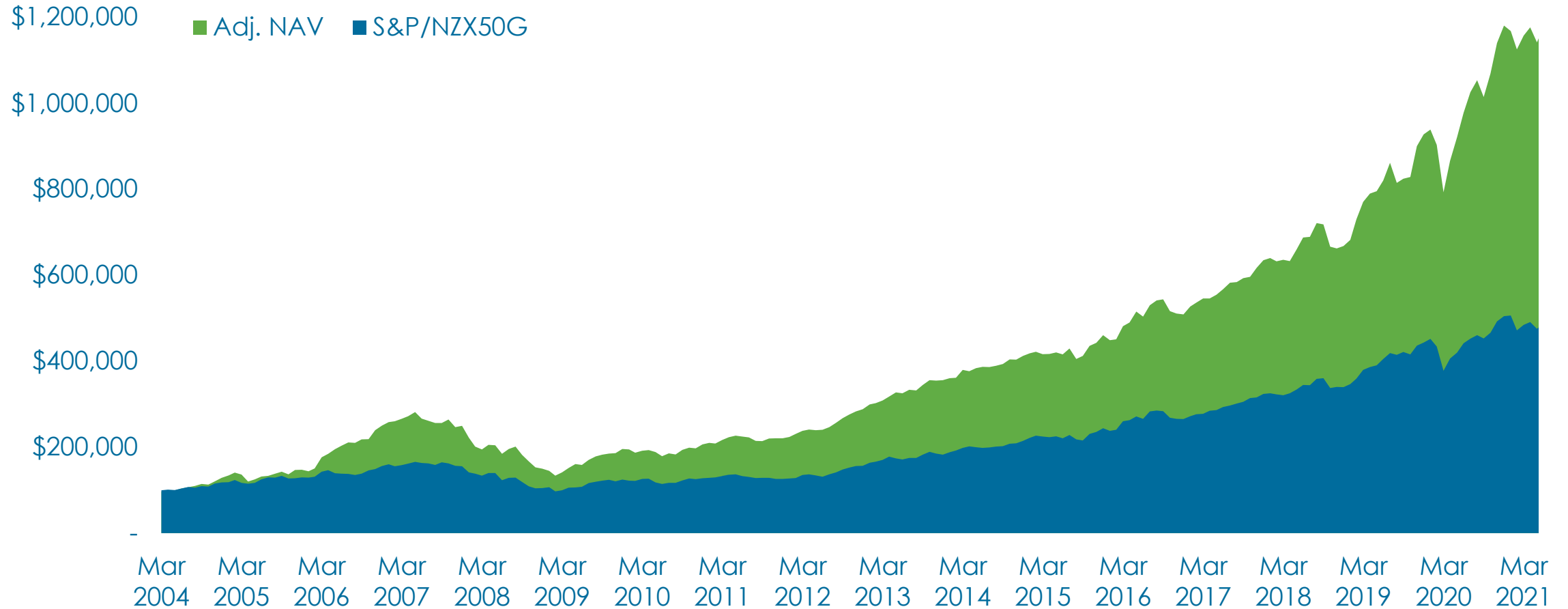
Infant formula sales: ■ China Label ■ English Label





# 4. Outlook

# Kingfish continues to outperform



# Outlook

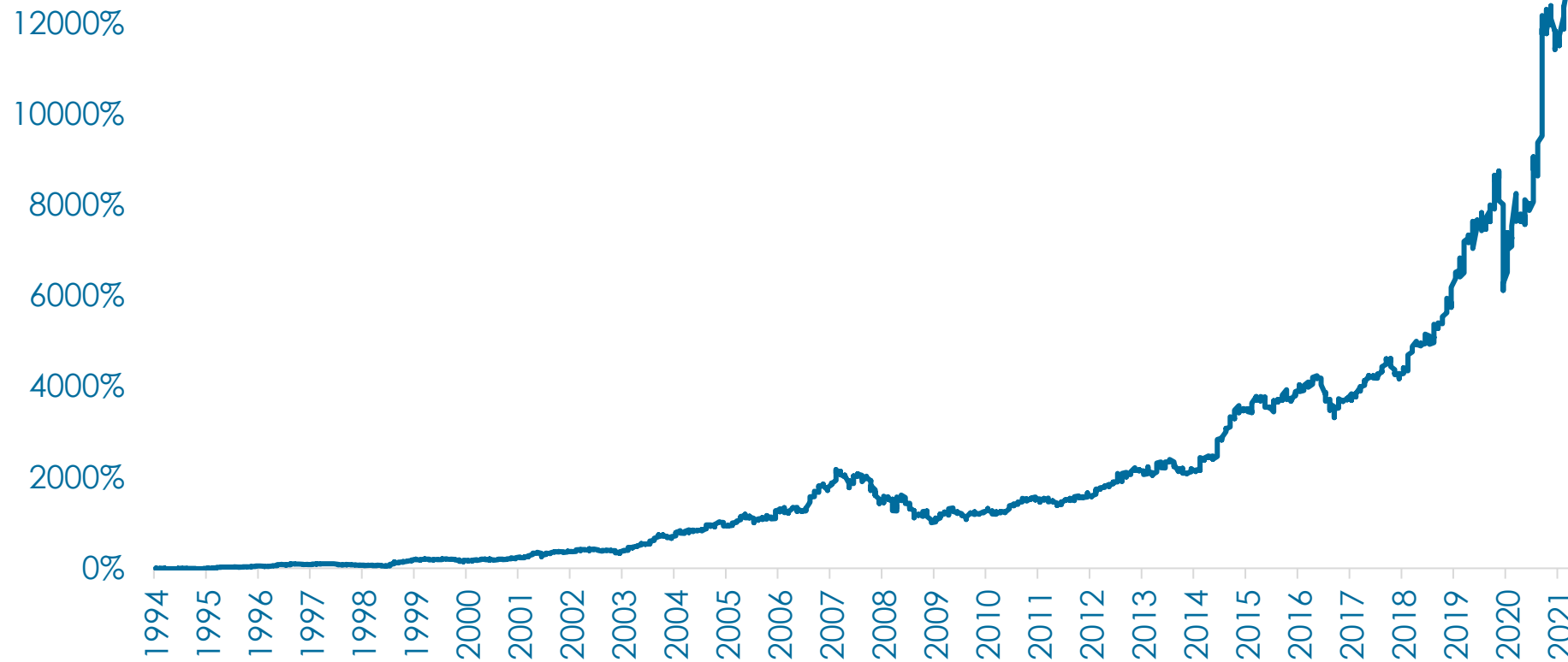
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- NZ/global economic activity levels remain robust
- Inflation and interest rates are rising
- We are coming off a year of exceptional performance
- Cautiously optimistic
- Consistent strategy: Wide moats, long growth runways, exceptional management



# ... I am Infratil

Total shareholder return since listing

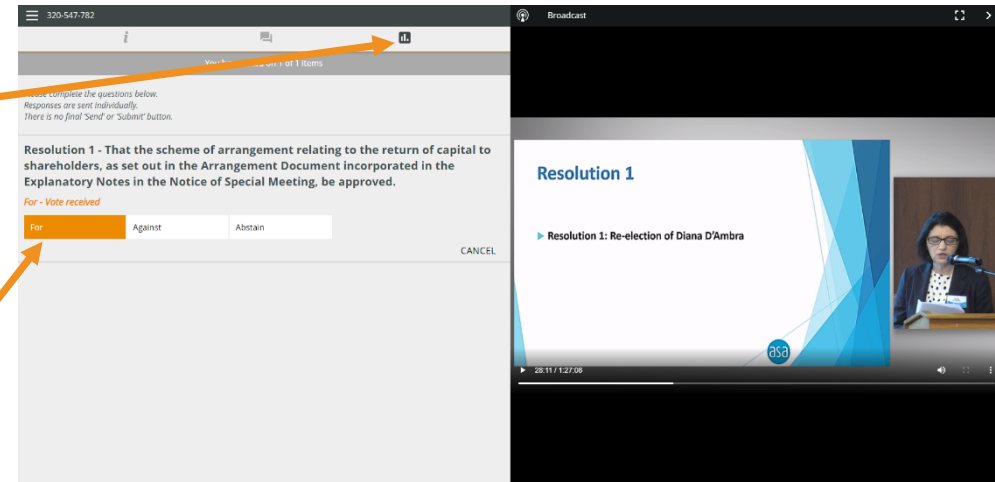


# General Questions from Shareholders

(not relating to resolutions)

# ONLINE ATTENDEES – VOTING PROCESS

- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen



- To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.
- There is no submit or send button, your selection is automatically recorded.

# Annual Meeting

## 2021 resolutions

# 2021 Annual Meeting Resolutions

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- Introduce and propose
- Discussion, questions
- Lodge your vote per the digital portal

# Matters of Business

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- Annual Report
- Resolutions:
  - Re-elect Carol Campbell
  - Elect David McClatchy
  - Auditor remuneration

# Resolution 1

## Re-election of Carol Campbell

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*To re-elect Carol Campbell as a Director of Kingfish Limited*



# Resolution 2

## Election of David McClatchy

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*To elect David McClatchy as a Director of Kingfish Limited*





## Resolution 3

# Auditor Remuneration

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*That the Board of Directors be authorised to  
fix the remuneration of the auditor for the  
ensuing year*

# Retirement – Carmel Fisher

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# Conclusion

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- Complete and sign voting paper
- Voting papers in the voting boxes
- If you need a voting paper please see Computershare
- Results to NZX

**Thank you**

